

STATINTL

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[Redacted]
Vice President and General Manager

27 April 1960

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Declass Review by NIMA/DOD

[Redacted] Project Officer
Special Project -- RFWICA
Reconnaissance Charting Branch
Rome Air Development Center
Air Research and Development Command
Griffies Air Force Base
New York

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Dear [Redacted]

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As you know, [Redacted] was asked to submit a technical proposal to the [Redacted] for an electronic photographic rectifier. [Redacted] did this, and submitted price, delivery, and specifications of its off-the-shelf H-229 Photographic Rectifier. Subsequently we were requested to submit a technical proposal describing a rectifier with different performance characteristics. This would require a rather complete exposure of our state-of-the-art knowledge which we have been reluctant to supply our competitors for reasons which I am sure you understand.

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Recently, information came to us of an observation in the Air Force that [Redacted] was uncooperative and had demonstrated a lack of interest in participating in the rectifier program. This, I wish to assure you, is not the case. Our hesitation is based on [Redacted] present Air Force Systems Management contract requirement that [Redacted] make full disclosure to that company without any guarantee of protection or consideration for its know-how. We have felt that this is not consistent with good business practice and further, we do not believe it is the intent of the Air Force to cause one company to subordinate itself to another without proper safeguards.

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[Redacted] is extremely interested in submitting a rectifier proposal. We take this opportunity to reiterate that our H-229 Photographic Rectifier has already been developed at considerable cost and is now in production. This, we consider, is sufficient reason to cause it to be completely evaluated before a program to develop another device is undertaken.

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[redacted] Project Officer

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As an expression of our interest and intent to cooperate with and support the interests of the U.S. Air Force, [redacted] has forwarded the attached letter to [redacted] which requests safeguards for our technical state-of-the-art knowledge and achievement.

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We would greatly appreciate your tacit approval of these conditions and also your comments or suggestions. Our preferred procedure would have been to submit a proposal directly to the Air Force, but in view of the prime contract to [redacted] we are willing to proceed within the restrictions outlined in the attached agreement.

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Very truly yours,

[redacted]

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Enclosure

cc:

[redacted]

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